

Introduction

In business since 1991, Wildflower is an award-winning provider of IT to the United States Federal Government and its prime contractors. In addition to corporate offices in Santa Fe, the company has an additional sales office in Oak Ridge, TN.

The company has created exponential growth by developing its employees, continually refining its business processes and focusing on customer relationships. Understanding that there is a difference between customer service and customer satisfaction, Wildflower has developed a "boutique" style business that caters to needs of its customers.

Wildflower's Corporate Office is located in Santa Fe, New Mexico. It also maintains an East Coast Sales Office in Oak Ridge, Tennessee. The company employs 20 full time people. Wildflower International, Ltd. does not have affiliates or subsidiaries.

Core Competency

The Wildflower business model has demonstrated its unique ability to engage customers, suppliers and other partners in mutually beneficial value exchanges between all parties.

In addition to providing IT hardware, software and services, Wildflower brings an uncommon skill-set for managing multiple relationships in complicated business transactions.

Wildflower has developed a comprehensive view of its customer's needs and expectations in its 14+ years by analyzing information from customer and vendor feedback. From this, the company builds a conduit of translation for the unique perspectives of its customers and large-business suppliers. Through this conduit the company facilitates complex contracts and their deliverables in a manner that results in complete satisfaction for all entities.

Customer-focused strategies are the key to Wildflower's successful management of its contracts and continued growth. Wildflower examines its business in the same way customers do, ensuring that the customer is at the center of each strategy.

Wildflower interviews its customer and vendor base to understand their corporate cultures, methods of communication, and where misunderstandings might occur. A determination is then made on how to bring together divergent business practices by mapping documented historical problems and pitfalls over current situations. Effectively "firewalling" all parties from redundant and unnecessary communications improves relationships and allows participants to focus on their own processes. It is from this perspective that a framework for success is customized and created.

The result is the creation of synergy between all parties.

Business Classifications and Information

HUBZone

Our ability to incorporate different philosophies, lifestyles, and cultures is internal as well as external.

Wildflower made the decision to become HUBZone certified and relocated into a HUBZone in Santa Fe in early 2002. 35% of the company's staff must reside in a HUBZone. Participation in the program requires a significant investment in training personnel who might not otherwise be employed in the high-tech industry.

The company currently employs 20 people in 3 states, New Mexico, Tennessee, and Arizona. In her efforts to put into place, a strong employee benefit program, Kimberly has steadily increased her offering to her staff over the years. Current benefits include: Medical coverage paid for by the company 100%, Dental coverage, Profit sharing, Vacation and sick time, and Paid Holidays.

- 8(a) certification No. 103172
- HUBZone Certified
- Woman Owned
- Cage Code No. 079R2
- Federal Tax ID No. 85-0447153
- D&B No. 61-9719693

Customer Base

Wildflower has a 14-year history of providing excellent customer service and satisfaction to the scientific, research, and national security communities.

Ames National Laboratory
Argonne National Laboratory
Beale Air Force Base
Bettis Atomic Power Laboratory
Bechtel Nevada
Brookhaven National Laboratory
Fermi National Accelerator Facility
Honeywell Kansas City Plant
Idaho National Engineering Laboratory
Knolls Atomic Power Laboratory
Lawrence Livermore National Laboratory
Lockheed Martin
Los Alamos National Laboratory
MacDill Air Force Base
National Nuclear Security Administration

Oak Ridge National Laboratory
Pacific Northwest National Laboratory
Pantex Plant
Pittsburgh Naval Reactor
Schenectady Naval Reactor
Thomas Jefferson National Accelerator Facility
U.S. Department of Agriculture
U.S. Department of Commerce
U.S. Department of Energy
U.S. Department of Justice
U.S. Department of State
Westinghouse Savannah River Company
White Sands Missile Range
Y-12
Yucca Mountain Project

Growth Snapshot

- 1999 - 4.5 million
- 2000 - 7.5 million
- 2001 - 10.5 million
- 2002 - 23 million (HUBZone certification achieved 4/2002)
- 2003 - 30 million
- 2004 - 45 million
- 2005 – 60 million (projected)

Awards & Recognition

- 2005 New Mexico's largest Woman Owned Business, Duval Publications
- 2004 #148 of Top 500 of the Nation's largest Hispanic Businesses, Hispanic Business Weekly
- 2004 New Mexico's largest Woman Owned Business, Duval Publications
- 2003-1998 Top 25 Women Owned Businesses of New Mexico, Duval Publications
- Nominated 2002 Region VI Small Business Person of the Year, US Small Business Administration
- 2001 Administrator's Award for Excellence, US Small Business Administration
- 2001 Region VI Sub-contractor of the Year, US Small Business Administration
- 1998 New Mexico's Exporter of the Year, US Small Business Administration
- 1997 New Mexico's Exporter of the Year, US Small Business Administration

Contracts

- Argonne National Laboratory 2W-00001
- Bettis Atomic Power Laboratory/NR Complex DE-AC11-04PN38299
- Brookhaven National Laboratory Contract No. Not Available
- General Services Administration GS-35F-0443L
- Knolls Atomic Power Laboratory /NR Complex PL00011344BP
- Lawrence Livermore National Laboratory Contract No. Not Available
- Oak Ridge National Laboratory/Y-12 99399
- Oak Ridge National Laboratory 4200000111
- Pantex 26067
- Pittsburgh Naval Reactor/NR Complex DE-AC11-04PN38229
- U.S. Department of Energy ICPT 2I-00723 (Complex wide contracting vehicle)